

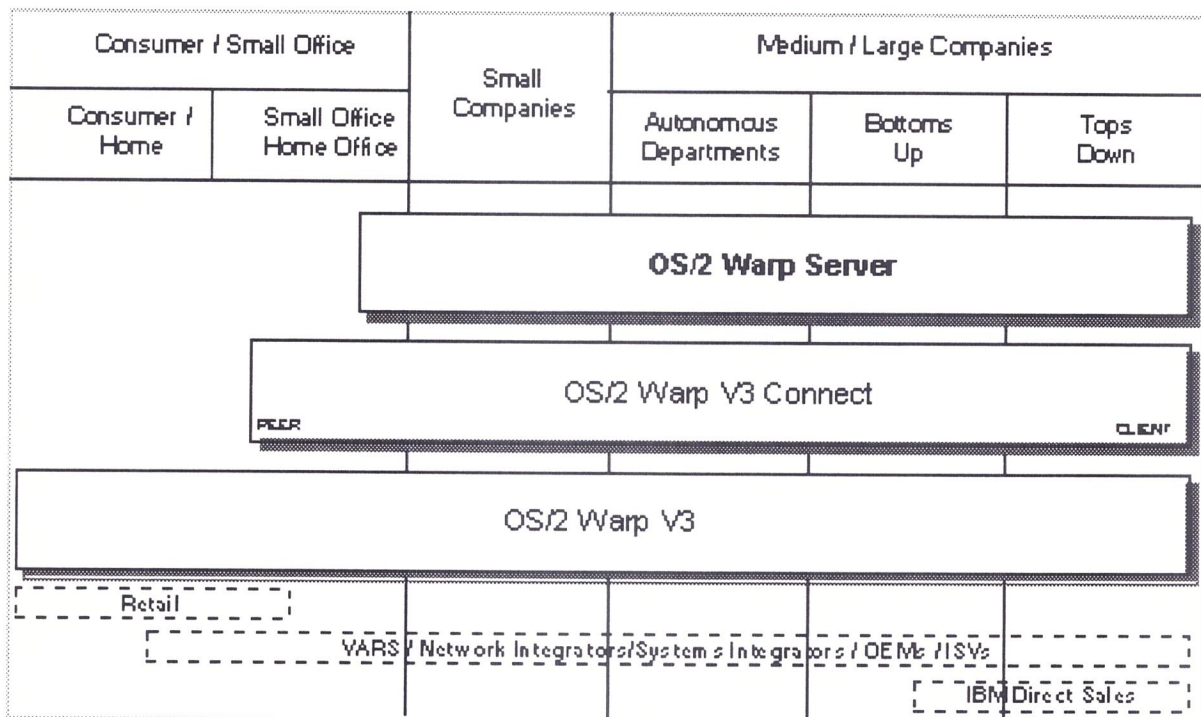
OS/2 Warp Server



POSITIONING DIAGRAM

OS/2 **WARP**
Server

POSITIONING



IBM Confidential

PRODUCT OVERVIEW

OS/2 Warp Server is a server operating system solution meeting the requirements of small, medium, and large businesses. It is the premier application server with high performance file and print sharing capabilities.

OS/2 Warp Server provides the ability to share resources and business information from a wide range of client applications locally or remotely connected to a network. Cost reduction is achieved through integrated functions supporting advanced printing, systems management, and backup and recovery services installed as an integrated solution.

There are two editions of OS/2 Warp Server, OS/2 Warp Server and OS/2 Warp Server Advanced.

OS/2 Warp Server has low hardware requirements and is designed to be a non-dedicated server. It can function as a client workstation and as a server at the same time, lowering the overall cost of a network.

OS/2 Warp Server Advanced adds high performance file system support to support up to 1000 file-and-print users and provides fault tolerance capabilities such as disk duplexing and mirroring. It also allows client disk limits to avoid users claiming all available disk space on the server.

OS/2 Warp Server Version 4.0 offers:

- **IBM OS/2 Warp:**
 - 32-bit Operation System
 - Memory Protection
 - 3rd Generation
- **Systems Management:**
 - Hardware and Software Discovery
 - Software Distribution
 - Alert Management
 - Performance Monitors
- **File and Print Services:**
 - Drag-and-Drop Administration
 - OS/2, DOS, Microsoft, Lantastic, and LAN Server for Mac (add on) Clients
- **Advanced Printing:**
 - High Speed Client/Server Printing
 - Transparent "Open" Printing
- **Remote Connection:**
 - "Open" Remote Access
 - LAN to LAN Connectivity
- **Backup and Recovery:**
 - Disaster Recovery
 - Scheduling Automation
- **Enhanced TCP/IP:**
 - Easier TCP/IP Administration
 - Better TCP/IP Integration

OS/2 Warp Server



POSITIONING STATEMENT

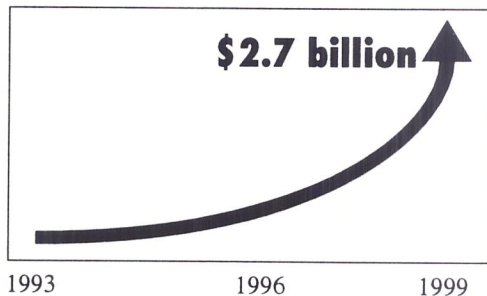
OS/2 Warp Server is the application server member of the OS/2 family, and completes the OS/2 Warp symmetry. OS/2 Warp and OS/2 Warp Connect, are strategic clients to OS/2 Warp Server. The peer networking capabilities of OS/2 Warp Connect make it an ideal choice for small LANs (2-15 users) where informal sharing of information is the requirement. When LANs grow in size or it becomes important to administer the LAN users, OS/2 Warp Server is the perfect solution with support up to 1000 clients per server, with all the amenities of LAN and system management.

MARKETING OPPORTUNITY STATEMENT

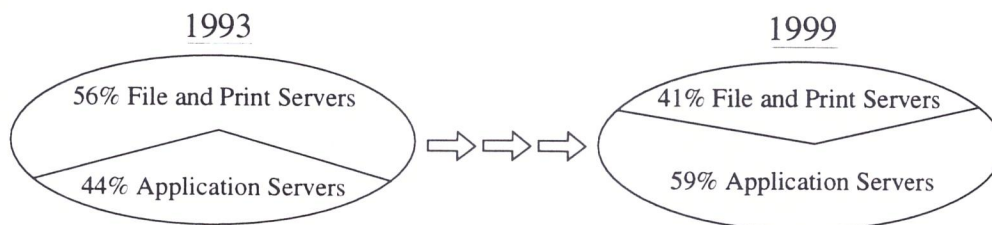
At the core of the major computing evolution is the customer requirement for more effective ways of leveraging LAN environments to be more competitive, more responsive, more efficient, and more productive. A new generation of LAN-dependent solutions in areas of client / server, mobile computing, and communications are enabling these organizations to meet these objectives. As industry experts predict the explosive growth of the network operating system market, OS/2 Warp Server emerges as the foundation for this growth.

Industry research indicates tremendous growth of the network operating system market, a dramatic shift from File and Print Servers to Application Servers and the explosive growth in the business opportunities (service revenues) in the network operating system market for VARs, integrators, and consultants.

Independent research indicates growth of the network operating system market, to 2.7 billion dollars, and a dramatic shift from File and Print Servers to Application Servers. Applications Servers will grow from 44% of the market to 59%.



- Network Operating System Market Will Grow to \$2.7 Billion by 1999 (IDC 3/95)



- Network Operating System Market Will Shift from File and Print Servers to Application Servers (IDC 1995)
- For every dollar of OS/2 Warp Server sold, there is an opportunity for hundreds of dollars in service revenue to go along with it.

Not all networking companies will be able to help their business partners exploit the opportunities and succeed in this exciting new marketplace. Dataquest estimates that one-third of the networking companies in the industry today will not exist in the year 2000. They will exit the scene as a direct result of mergers, acquisitions or simply going out of business — voluntarily or involuntarily. As a result, end-users will seek increased security by turning to trusted brand names that provide long-term viability.

The trends in the network operating system marketplace represent a great opportunity for VARs, integrators, and consultants and IBM is the one company with the reputation, resources, technical skill, and brand equity to help them fully capitalize on this opportunity.